Message Text

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INFO OCT-01 ARA-10 EUR-12 ISO-00 AGRE-00 CIAE-00 COME-00 INR-07 LAB-04 NSAE-00 SP-02 STR-04 TRSE-00 FRB-03 OMB-01 /052 W

-----075632 270403Z/15

R 261830Z AUG 77
FM AMEMBASSY BRASILIA
TO SECSTATE WASHDC 3447
INFO AMEMBASSY LONDON
AMEMBASSY BOGOTA
AMEMBASSY MEXICO
AMEMBASSY SAN SALVADOR
AMCONSUL RIO DE JANEIRO
AMCONSUL SAO PAULO

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E.O. 11652: N/A TAGS: EAGR, ETRD, BR

SUBJ: BRAZILIAN PERCEPTIONS OF THE US COFFEE MARKET AND INTERBRAS PURCHASES

1. ECONOFF RECENTLY HAD A LONG CONVERSATION WITH FOREIGN MINISTRY'S COFFEE SPECIALIST ON BRAZIL'S PERCEPTION OF THE US COFFEE MARKET AND INTERBRAS ACTIVITIES THERE. WHILE THESE VIEWS ARE NOT NECESSARILY AUTHORITATIVE, THEY PROVIDE INSIGHTS INTO BRAZILIAN ATTITUDES ON THESE SUBJECTS. HIGHLIGHTS OF THE CONVERSATION ARE REPORTED BELOW.

2. THIS FOREIGN MINISTRY OFFICIAL BELIEVES, AS DO MOST BRAZILIANS, THAT THERE IS A "CONSPIRACY" DIRECTED AGAINST BRAZILIAN COFFEE AND LED BY THE USG, THE NEW YORK COFFEE AND SUGAR EXCHANGE, AND "COFFEE MULTINATIONALS" SUCH AS GENERAL FOODS. HE FEELS THAT THE SEVERAL RULES CHANGES IMPLEMENTED BY THE NEW YORK COFFEE AND SUGAR LIMITED OFFICIAL USE

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EXCHANGE THIS YEAR HAD THE SPECIFIC INTENTION OF FORCING COFFEE PRICES DOWN, AND THAT THESE CHANGES WERE ENCOURAGED AND/OR ACQUIESCED TO BY THE USG. HE SAID THAT THESE RULES CHANGES TENDED TO DESTROY TRADER CONFIDENCE IN THE NEW YORK COFFEE MARKET AND MAY IN THE LONG RUN ENCOURAGE A SHIFT IN COFFEE TRADING ACTIVITY TO THE LONDON TERMINAL. HOWEVER,

HE DISCOUNTED THE POSSIBILITY OF DEVELOPING A MAJOR WORLD COFFEE FUTURES MARKET IN BRAZIL AS SOME BRAZILIANS HAVE SUGGESTED.

3. IN REGARD TO THE CFTC COFFEE INVESTIGATION,
OFFICIAL OBSERVED THAT IT WAS COSCAFE WHICH REALLY
WAS BEING INVESTIGATED, NOT INTERBRAS. IN RESPONSE
TO ECONOFF'S QUESTION ON WHETHER THE FOREIGN MINISTRY
HAD BEEN ASKED FOR ITS ADVICE ON THE DIPLOMATIC
ASPECTS OF INTERBRAS COFFEE PURCHASES OR WHETHER IT
HAD VOLUNTEERED SUCH ADVICE TO INTERBRAS, OFFICIAL
MERELY SAID THAT INTERBRAS PURCHASES WERE CONSIDERED
A PURELY COMMERCIAL ACTIVITY.
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Message Attributes

Automatic Decaptioning: X

Capture Date: 01-Jan-1994 12:00:00 am Channel Indicators: n/a

Current Classification: UNCLASSIFIED Concepts: COFFEE, MARKETS

Control Number: n/a

Copy: SINGLE Sent Date: 26-Aug-1977 12:00:00 am Decaption Date: 01-Jan-1960 12:00:00 am

Decaption Note: Disposition Action: RELEASED

Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW

Disposition Date: 22 May 2009 Disposition Event: Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BRASIL07082
Document Source: 10.00

Document Unique ID: 00

Drafter: n/a Enclosure: n/a Executive Order: N/A

Errors: N/A **Expiration:**

Film Number: D770310-0399

Format: TEL From: BRASILIA

Handling Restrictions: n/a

Image Path:

ISecure: 1

Legacy Key: link1977/newtext/t19770820/aaaaaqpd.tel

Line Count: 76 Litigation Code IDs: Litigation Codes:

Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM

Message ID: 887de852-c288-dd11-92da-001cc4696bcc

Office: ACTION EB

Original Classification: LIMITED OFFICIAL USE Original Handling Restrictions: n/a Original Previous Classification: n/a Original Previous Handling Restrictions: n/a

Page Count: 2
Previous Channel Indicators: n/a

Previous Classification: LIMITED OFFICIAL USE Previous Handling Restrictions: n/a

Reference: n/a Retention: 0

Review Action: RELEASED, APPROVED Review Content Flags: Review Date: 06-Dec-2004 12:00:00 am

Review Event:

Review Exemptions: n/a **Review Media Identifier:** Review Release Date: n/a Review Release Event: n/a **Review Transfer Date:** Review Withdrawn Fields: n/a

SAS ID: 1477688 Secure: OPEN Status: NATIVE

Subject: BRAZILIAN PERCEPTIONS OF THE US COFFEE MARKET AND INTERBRAS PURCHASES

TAGS: EAGR, ETRD, BR, US, INTERBRAS

To: STATE Type: TE

vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/887de852-c288-dd11-92da-001cc4696bcc

Review Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009